

Message Text

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PAGE 01 TUNIS 04971 151312Z

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E.O. 11652: N/A
TAGS: BEXP, TS
SUBJ: ESTABLISHING A BUSINESS IN TUNIS

REF: STATE 172212

1. EXPERIENCES OF COMPANIES ALREADY ESTABLISHED IN TUNIS
HAVE VARIED WIDELY, BUT WE HAVE NOW HAD ENOUGH CASES TO GIVE
REASONABLY GOOD RESPONSES TO QUESTIONS POSED REFTTEL. ONE
PROBLEM EXPERIENCED BY ALL COMPANIES HAS BEEN DIFFICULTY IN
ESTABLISHING CLEAR LEGAL BASIS FOR THEIR EXISTANCE AND MOST ARE
THEREFORE INFORMALLY INSTALLED BUT NOT RPT NOT VIOLATING ANY
LAWS.

2. ON SPECIFICS: A) TELEPHONE AND TELEX: SIX MONTHS
WAIT AFTER INITIAL REQUEST FOR TELEPHONE OR TELEX SEEMS TO BE
MINIMUM UNDER NORMAL CIRCUMSTANCES. TELEX M ZINES MUST BE
OBTAINED FROM PTT AND CANNOT BE IMPORTED INDIVIDUALLY.
AVIALABILITY OF TELEPHONE/TELEX DEPENDS TO SOME EXTENT ON AREA
OF TOWN SELECTED; SOME RESIDENTIAL AREAS EXPERIENCE MUCH LONGER
DELAYS. COSTS ARE APPROXIMATELY 75 TD PER INSTRUMENT FOR TELE-
PHONE INSTALLATION AND 1900 TD FOR TELEX. USE CHARGES ARE
HIGHER THAN IN US BY 20 PERCENT OR MORE, PARTICULARLY FOR INTER-
NATIONAL CALLS, E.G. ONE MINUTE TO U.S. IS 1.580 TD.

B) OFFICE SPACE: ONE US COMPANY HAS 400 SQ METERS IN PRIME
DOWNTOWN LOCATION FOR 800 TD PER MONTH, ANOTHER HAS 420 SQ METER
VILLA IN CLOSE-IN RESIDENTIAL AREA FOR 400 TD PER MONTH. DOWN-
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TOWN OFFICE SPACE IS INCREASINGLY MORE DIFFICULT TO OBTAIN, BUT

IF "STORE-FRONT" IMAGE NOT NECESSARY, THEN ADEQUATE SPACE CAN BE OBTAINED WITHIN PRICE RANGE CITED ABOVE; C) SECRETARIAL SERVICES: SALARIES START AT 200 TD/MONTH AND SOME US COMPANIES ARE PAYING AS HIGH AS 500 TD/MONTH FOR SECRETARY/ADMINISTRATIVE ASSISTANT. COMPETENT SECRETARIES ARE AVAILABLE BUT INCREASED DEMAND IN RECENT MONTHS FOR US AND OTHER REGIONAL OFFICES IS QUICKLY DEPLETING SUPPLY.

3. KNOWLEDGEABLE AND WELL-INTRODUCED LEGAL ASSISTANCE HAS PROVED TO BE USEFUL IN FACILITATING INSTALLATION OF REGIONAL OFFICE DUE TO LACK OF CODIFICATION OF RELEVANT LEGISLATION.
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